

REAL ESTATE UPDATE

Fall 2015

The Bill Reilly Team

Bill Reilly and Jesse Reilly Lunoe



A land mine in my business is the result of Monday morning quarterbacking or second guessing.

While some of the basic info will eventually be a part of the public record, curious friends, neighbors and relatives frequently show a lack of propriety. They ask how much you paid, how much down payment, earnest money, inspection results, who paid for what repair? Even if the curiosity comes from a good place (this is not always the case) the advice that follows in response can be crippling. i.e. you overpaid, nobody buys

ranches anymore, the buyer/seller should have paid for that, wrong inspector, everyone in the neighborhood knows that basement leaks, the owners aunt died in the kitchen... on and on. I do not watch the real estate sitcoms on TV (they probably don't call their shows sitcoms!) but I'd guess there are two common themes: #1, if there isn't blood on the floor after the price is negotiated then someone paid too much (or sold for too little) #2, the inspection process has to be a win/lose proposition. Every time. No Exceptions.



NEW LISTING!
266 Bradley Road, Bay Village
Charming ranch for \$169,900

Both premises are wrong, of course. And, when over-protective advice givers convince a buyer or seller that they should approach these phases like Sherman approached Atlanta, then deals die that shouldn't have died. And who pays the price of a failed deal? This is when the advice giver is nowhere to be found.

My advice is to approach the task (buying or selling) methodically. Enlist the services of a trusted advisor (me!) and then review and evaluate the details as the process unfolds. While advice givers will always play a role, it is important to keep their advice in perspective.

- *Bill Reilly*

October, 2015

Bill Reilly
Jesse Lunoe

Breilly249@gmail.com
Jesslunoe@gmail.com

440-759-1502
440-773-9303